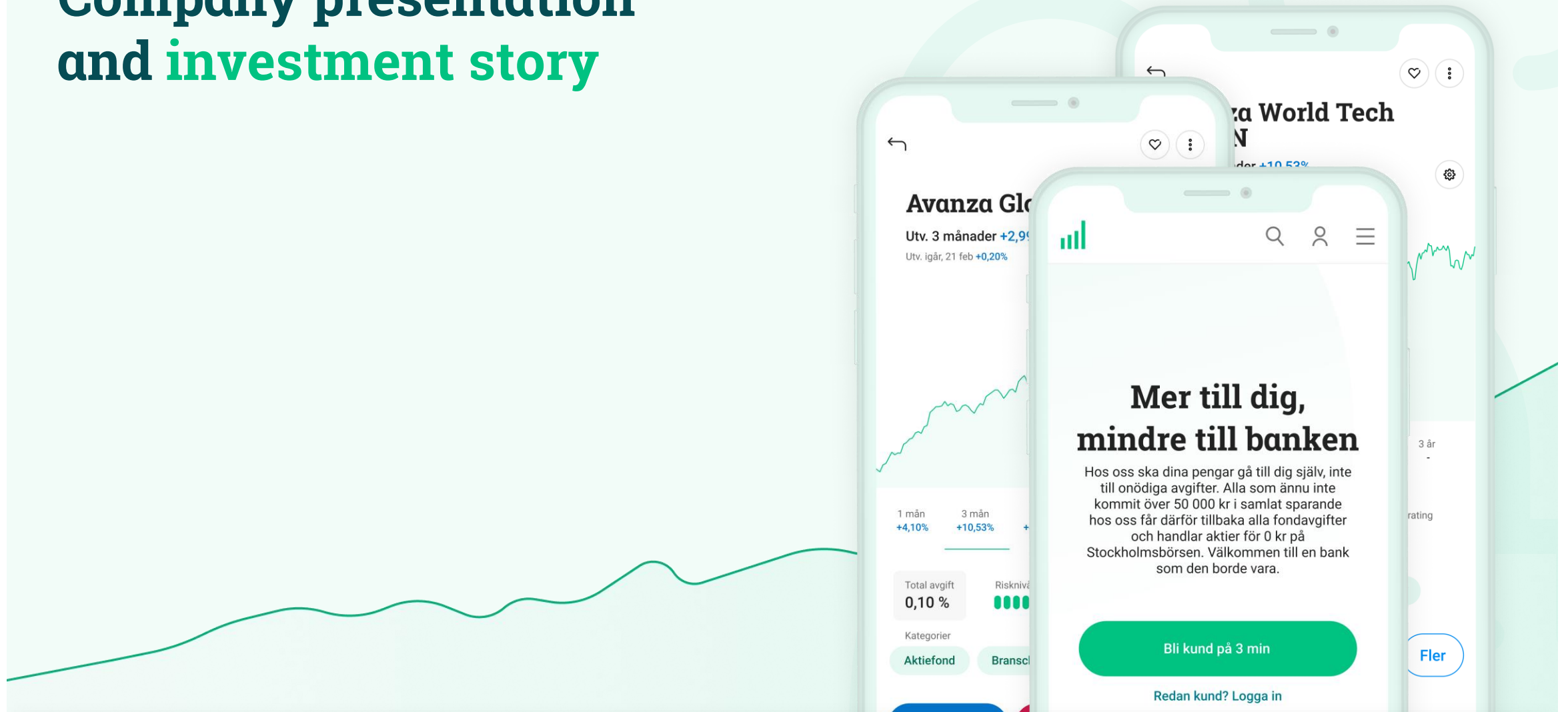
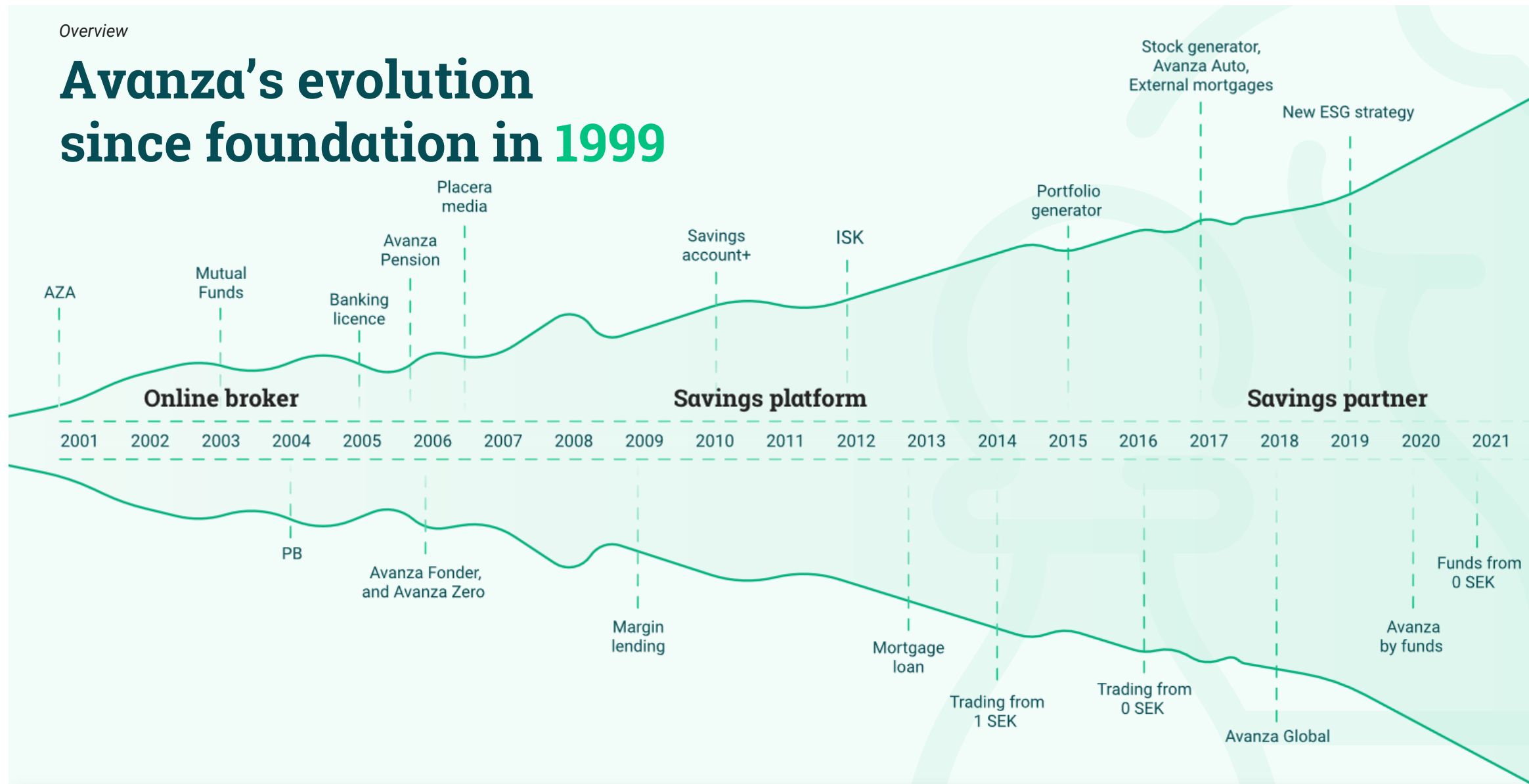


October 2021

Company presentation and investment story



Avanza's evolution since foundation in 1999



Sweden's **leading** platform for savings and investments

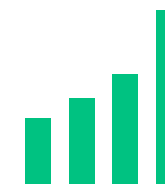


No. 1 long-term target to have the most satisfied savings customers in Sweden – won for the last 11 consecutive years



1,588,400
customers

SEK 735 bn
in savings
capital



598
employees and
eNPS of
69

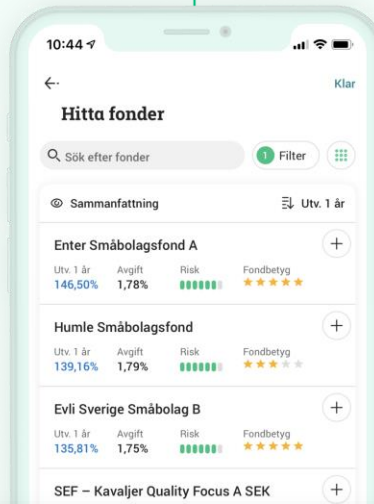
6.5% market share of the
Swedish savings market

Over 60 000 investment opportunities, together with decision-making tools, inspiration and education

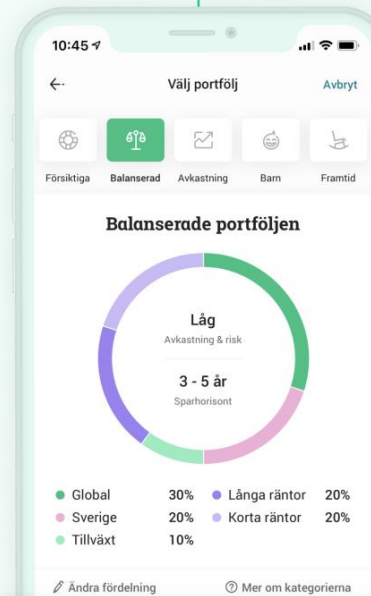
Securities trading



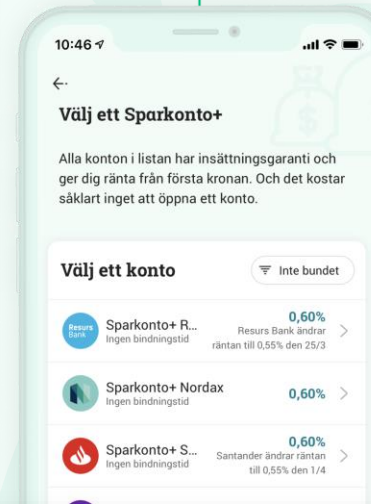
Mutual funds



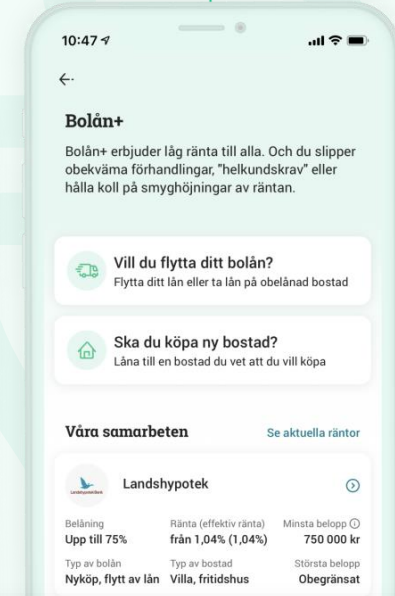
Retirement plans



Savings accounts

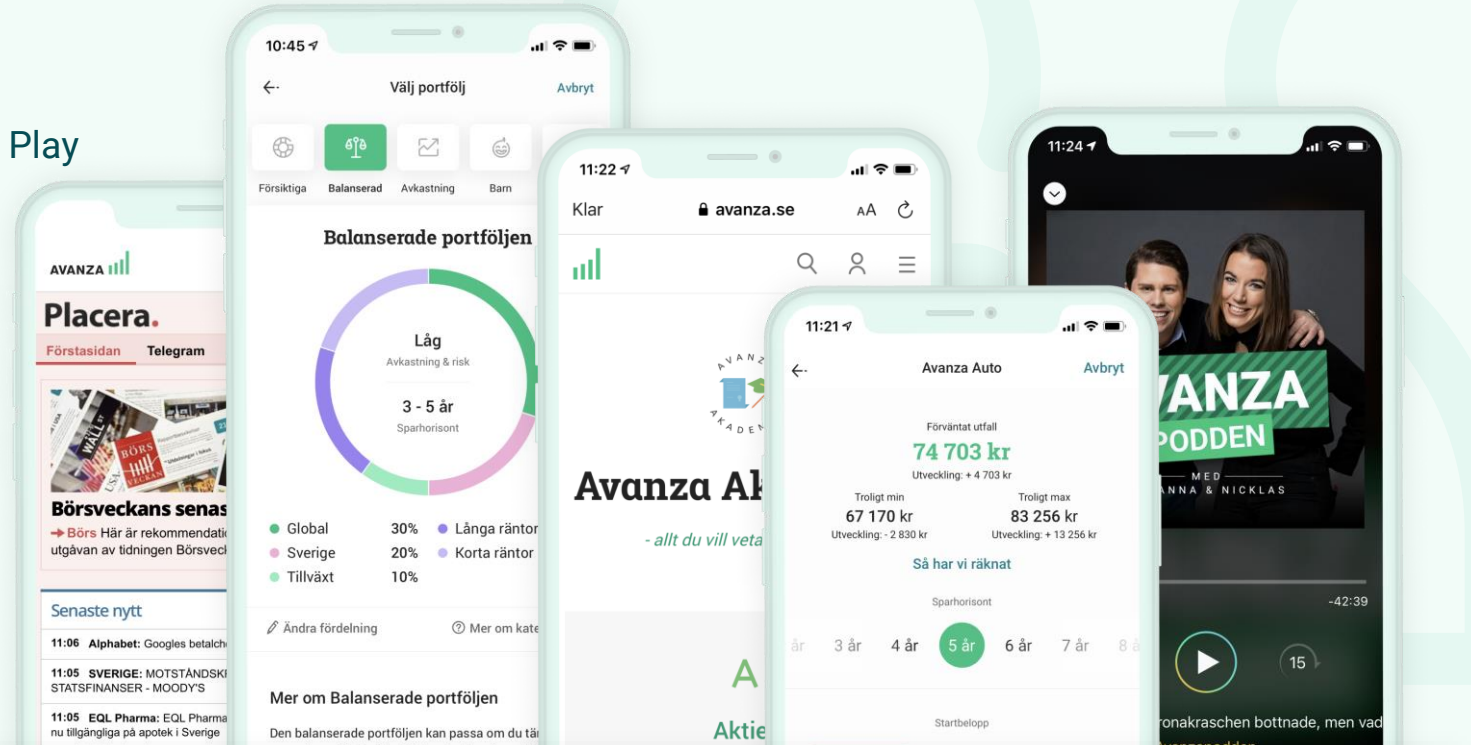


Mortgages and margin lending



We focus on decision-making tools for our customers

- The Avanza Academy
- The Avanza blog, podcasts and Avanza Play
- Auto funds
- Portfolio generator
- Stock generator
- Independent news site Placera



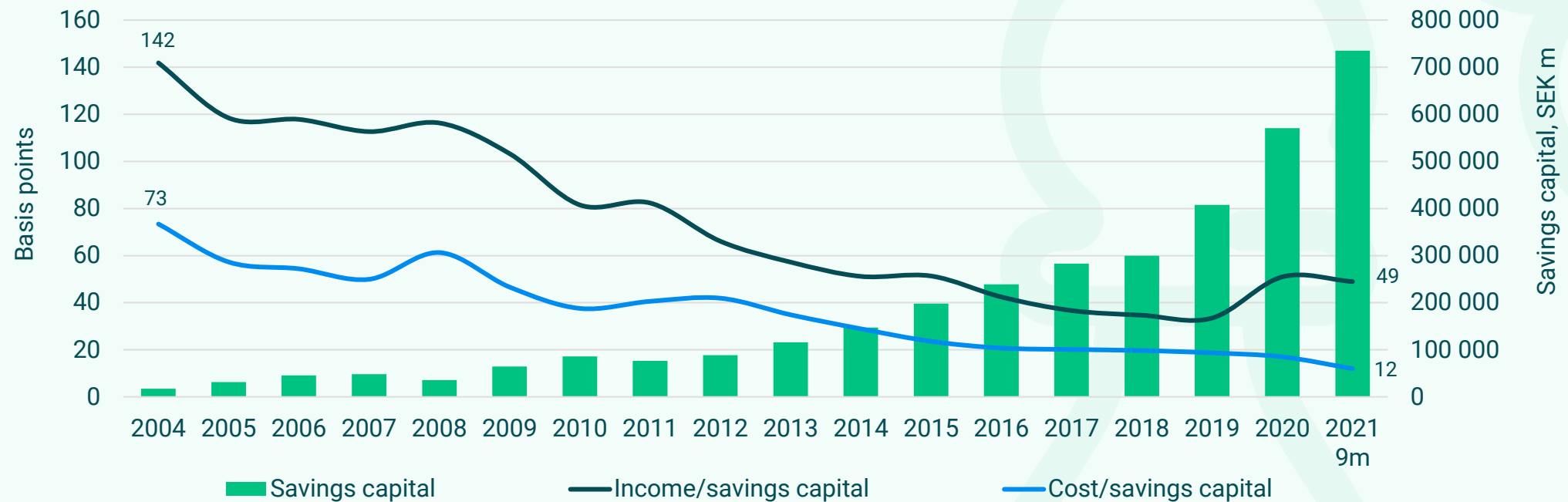
Capital light, fee-based business model

2020	% of income
Net brokerage income	47
Fund commissions, net	18
Currency-related income, net	15
Net interest income	12
Other income, net ¹⁾	8
Total	100

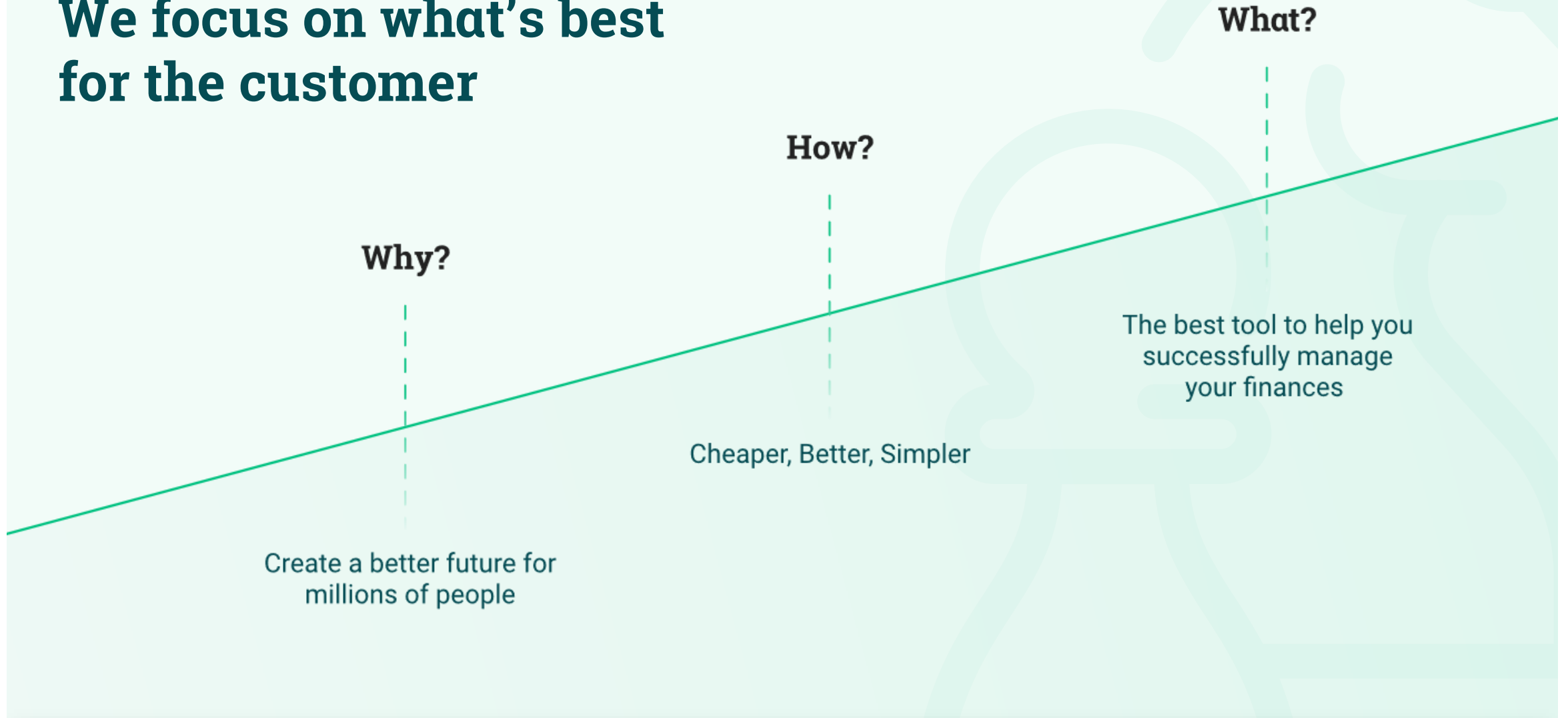
- Mainly fixed costs, ~70% staff related
- High scalability
- Self-financed through shareholders' equity and customer deposits

1) Mainly income from Avanza Markets and Corporate Finance, but also compensation for distribution, advertising sales, subscriptions and customer's ad-on services.

Business model built on scale

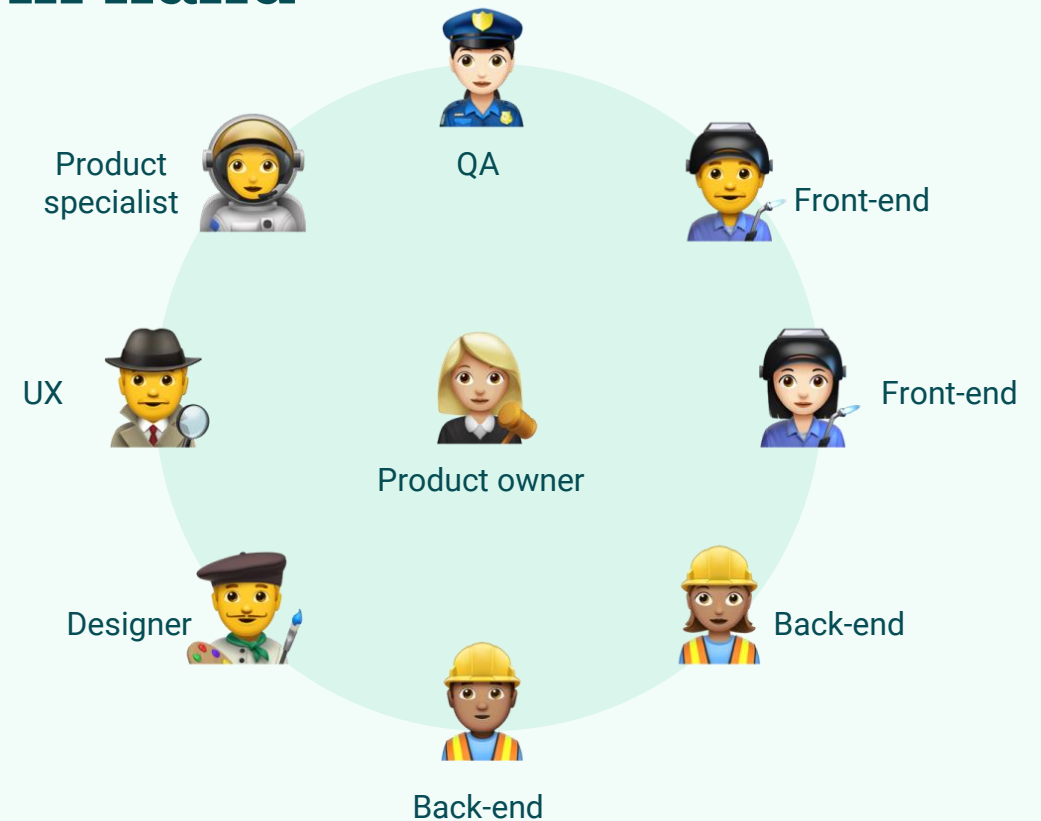


We focus on what's best for the customer



A typical Avanza development team, where business and IT go hand in hand

- Full expertise for their respective domain
- Innovation, business development and maintenance are done within each team
- They define their own mission and sets their own goals, linked with the overall vision and targets



We innovate together with our customers

Customers can sign up as test users to early releases of new functionality and provide feedback.

We meet with hundreds of customers for interviews and user tests each year.

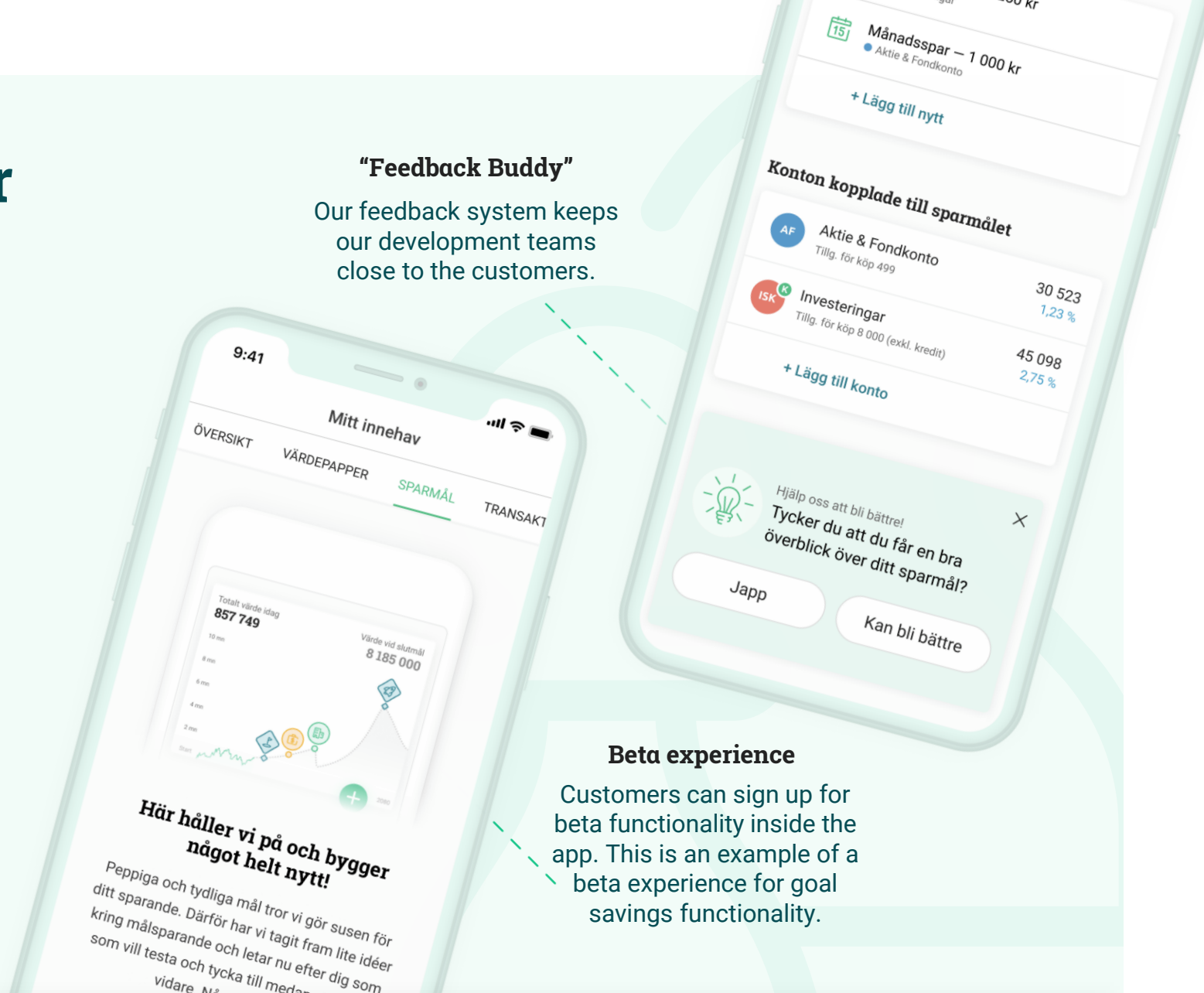
And get, tens of thousands of twitter feedback, app reviews and customer service messages, which are also a vital part of the development feedback to the teams.

"Feedback Buddy"

Our feedback system keeps our development teams close to the customers.

Beta experience

Customers can sign up for beta functionality inside the app. This is an example of a beta experience for goal savings functionality.



User experience, information and tools increasingly important

NPS
67



Daily active users > 500,000

Churn, %
1.5

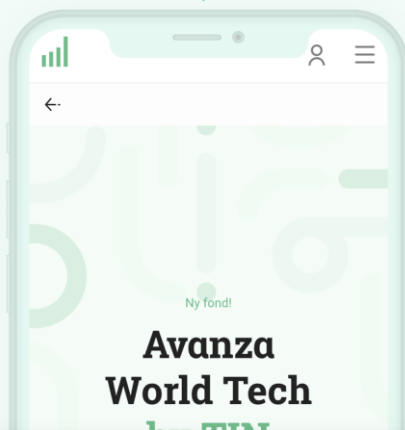
Our superior customer experience, also makes us the perfect partner for product challengers

TIN FONDER

FCG

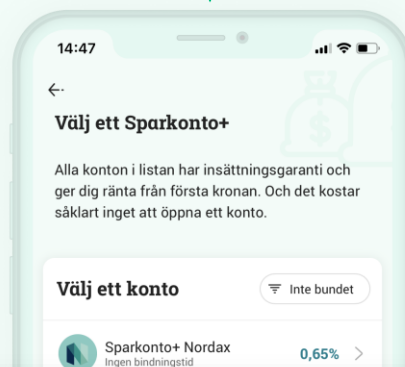
Mutual fund platform

Over 1,300 external funds on the platform and exclusive cooperations for actively managed funds.



Third party savings

High yielding savings accounts with a number of partner banks.



Mortgages

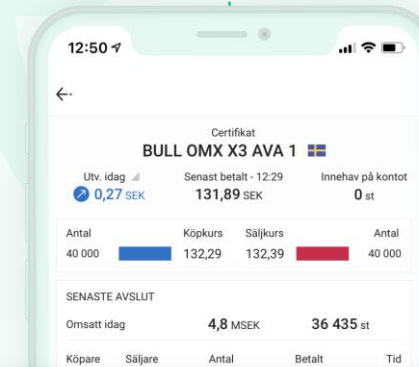
Our partners deliver low interest mortgages through our interface.



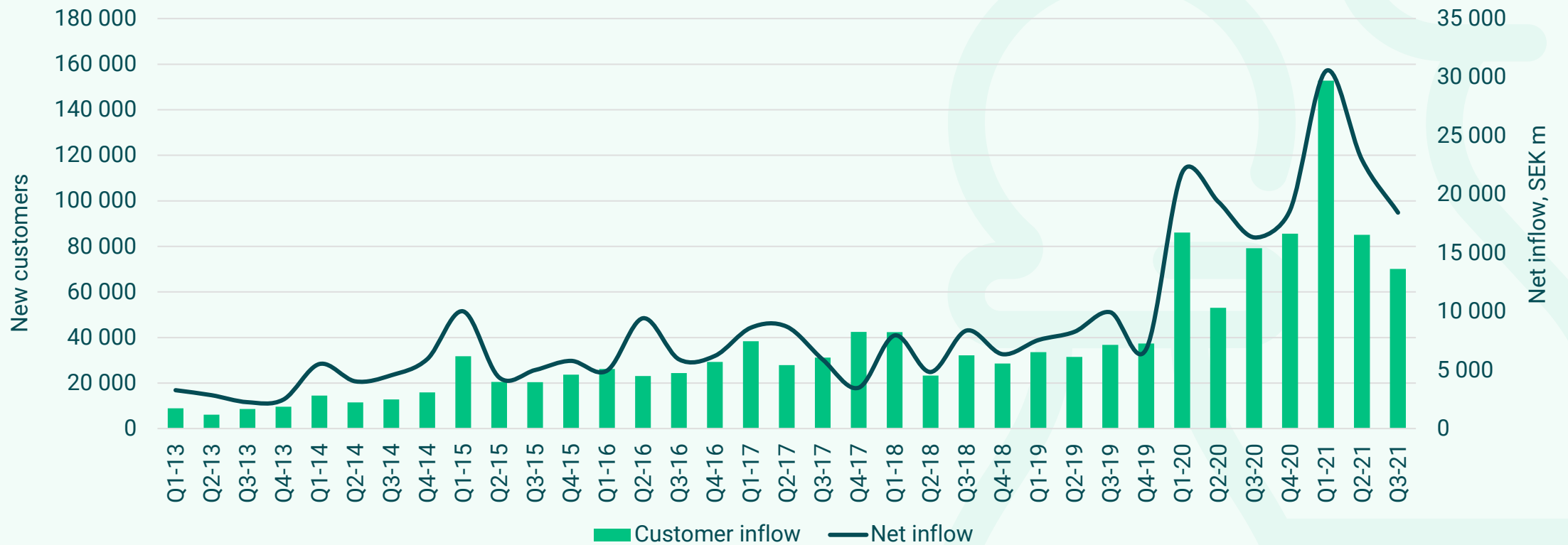
Morgan Stanley

Exchange traded products

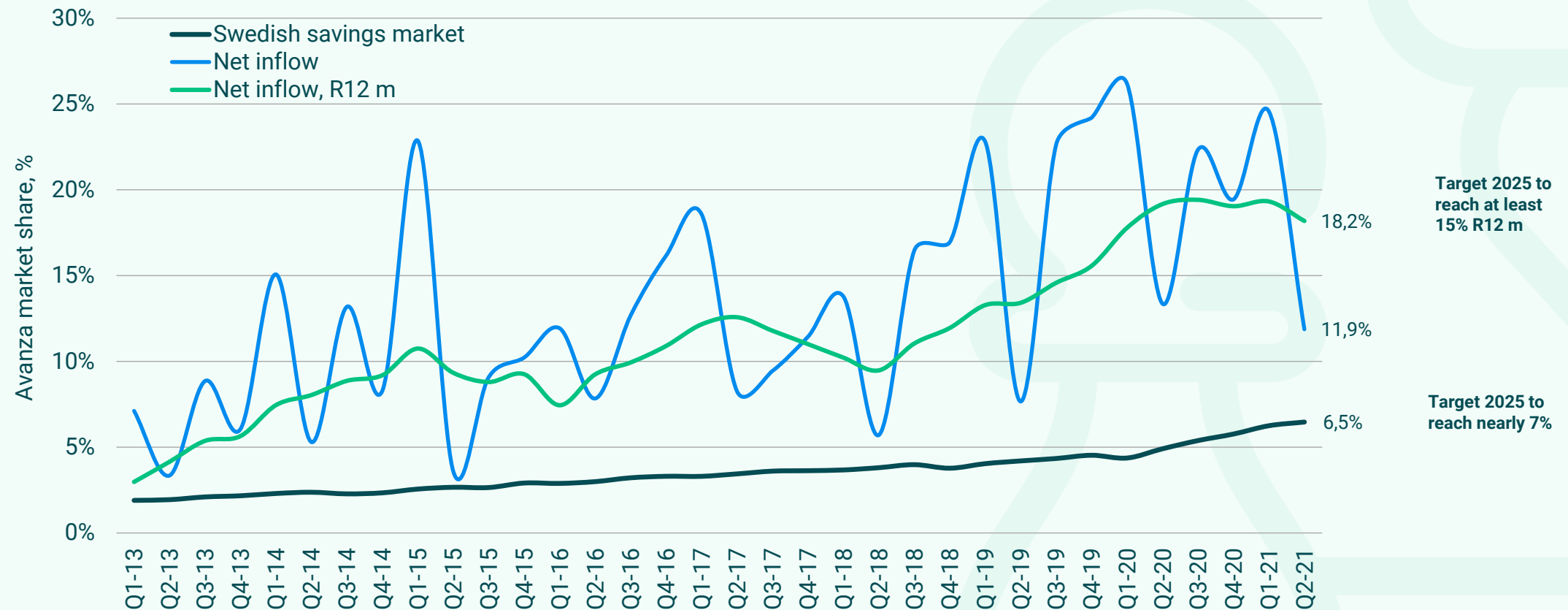
Exclusive exchange traded products with 0 brokerage fees



Customer growth drives net inflow

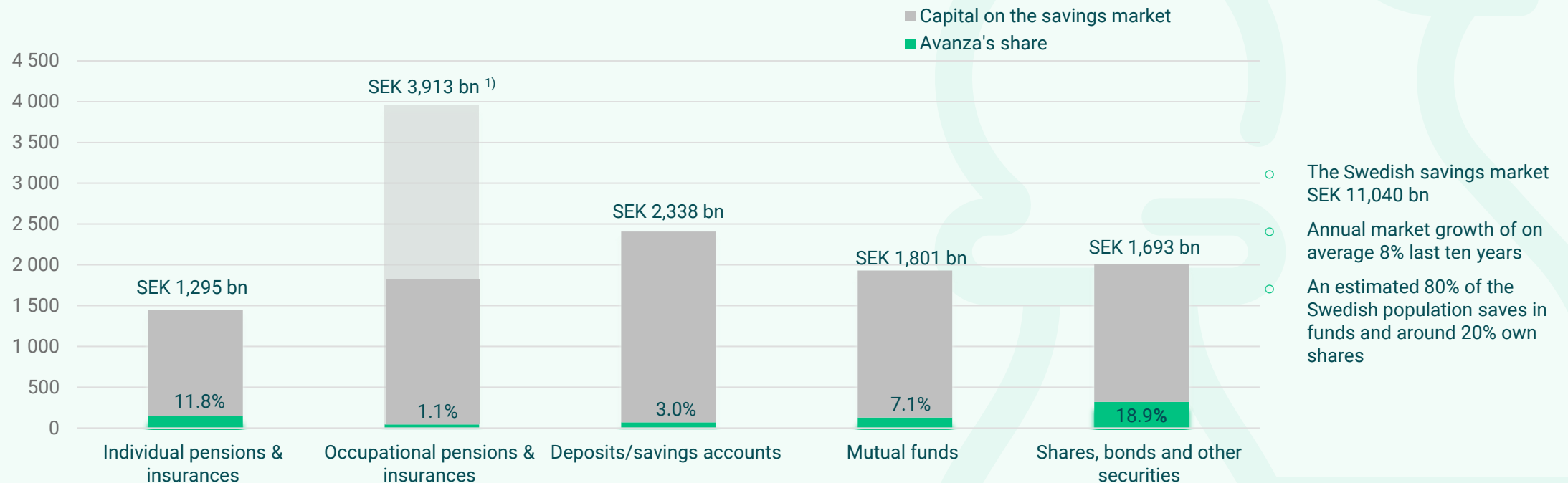


Market share of 18.2% rolling 12M of net savings on the Swedish savings market



The net inflow to Avanza is seasonally higher in Q1 and lower in Q2. In Q2 this is due to dividends, tax refunds, higher pension premiums and partly annual payments to contractual pensions, which are not included in Avanza's customer offering.

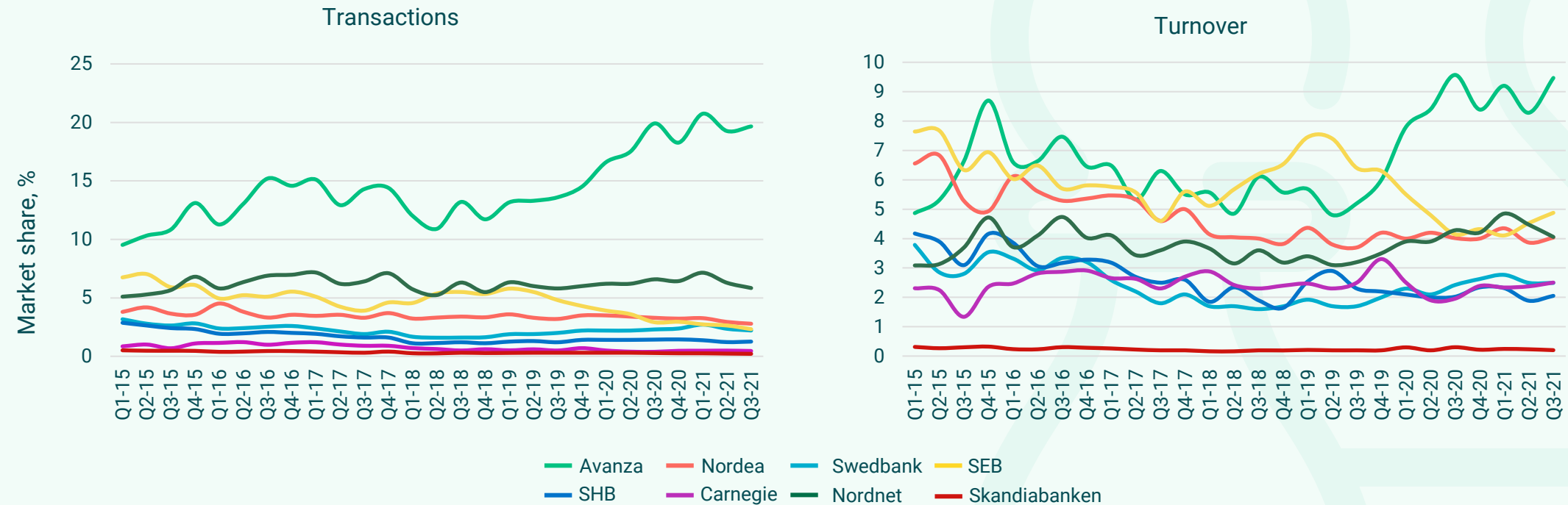
Significant growth potential with a 6.5% market share of the Swedish savings market



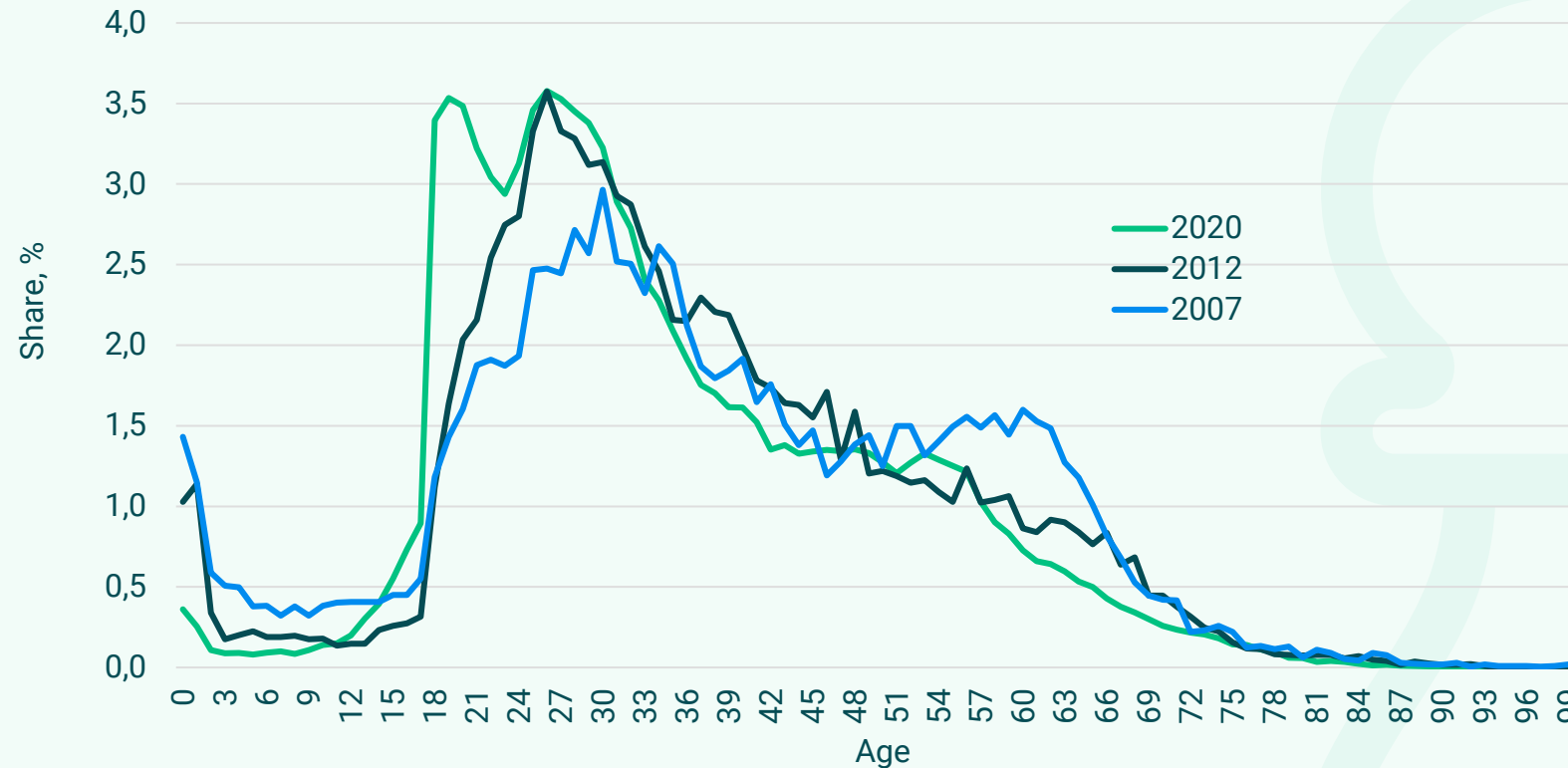
¹⁾ The occupational pension market can be divided into traditional life and unit-linked insurance. Unit linked amounts for about a third, of which Avanza is active in the portion outside collectively agreed occupational pensions, which at the end of 2020 was valued at nearly SEK 890 billion.

The largest Swedish participant in stock market transactions and turnover on Nasdaq OMX and First North

- Market share of 19.7% in terms of transactions and 9.5% of turnover in Q3 2021



Age distribution among new customers



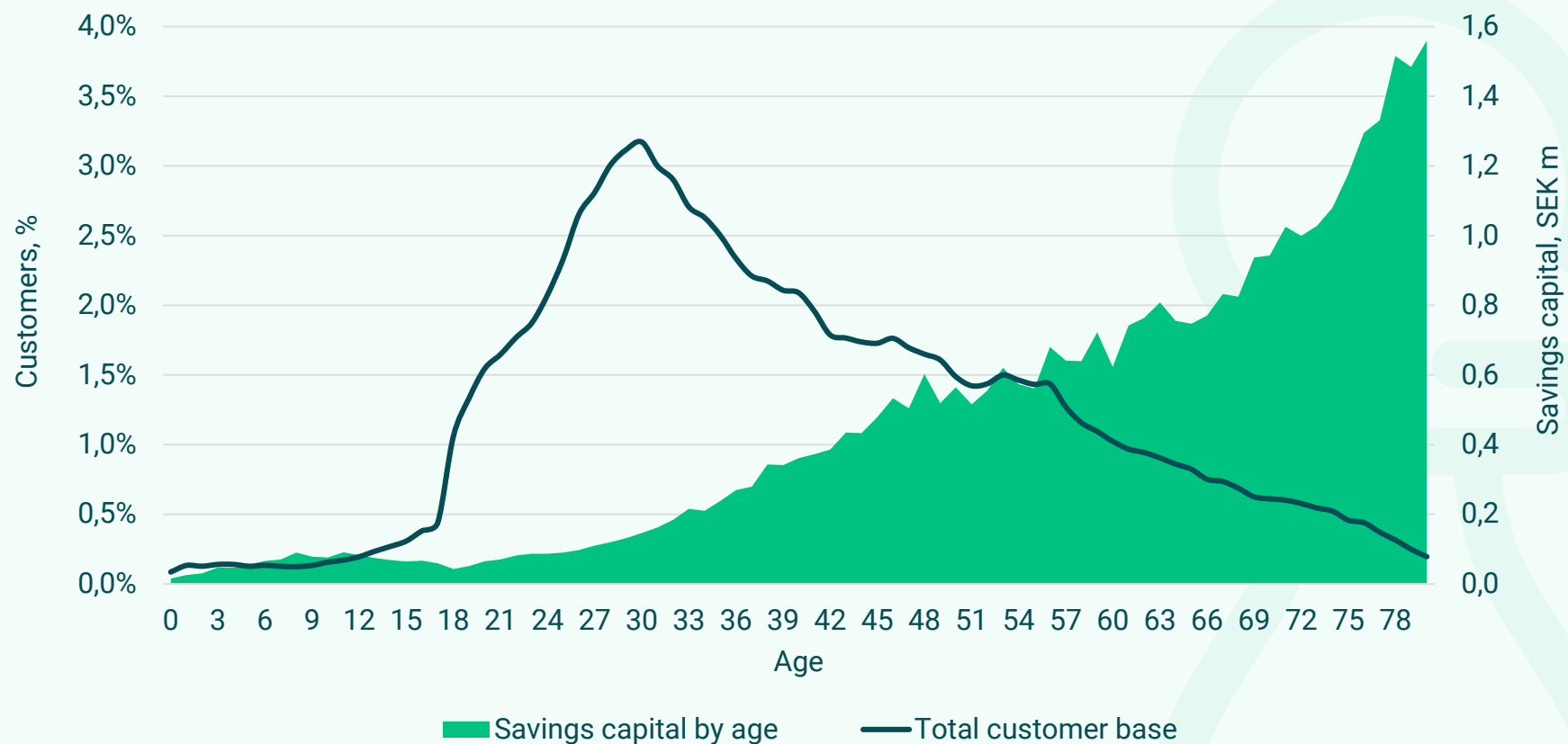
Market penetration

- Total share of Swedish population: 11.5% as of 1 November 2020
 - ages 20-29: 20.8%
 - ages 30-39: 22.1%
 - ages 40-49: 16.5%
- Highest penetration in urban areas. Stockholm region, snapshot (Women/Men) as of 1 November 2020:
 - ages 20-29: 21%/31%
 - ages 30-39: 24%/34%
 - ages 40-49: 18%/27%
 - ages 50-59: 15%/20%
 - ages 60-69: 11%/15%

Potential in both existing and new customers

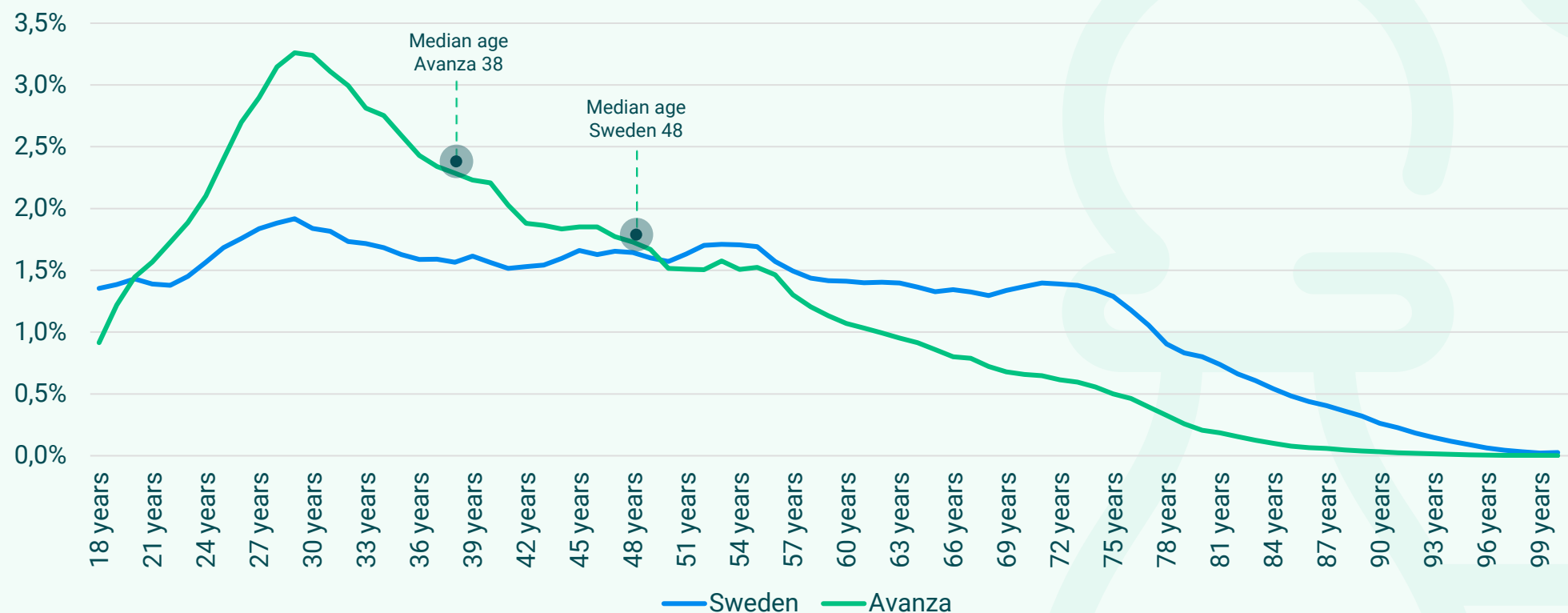
- Increasing share of wallet in existing customer base
- Continue to attract young people and keep them happy as wealth grow by age
- The broad offering makes us relevant for a larger group of people
- Digital onboarding with BankID has removed friction to move
- Increasing digitisation and Open Banking functionality creates more awareness, simplifies self-directed financial management
- More reasons for customers to take responsibility for their own savings as public pension and welfare systems are covering fewer needs
- Growing focus on sustainable investments
- TINA in current low interest rate environment

Savings capital grow by age



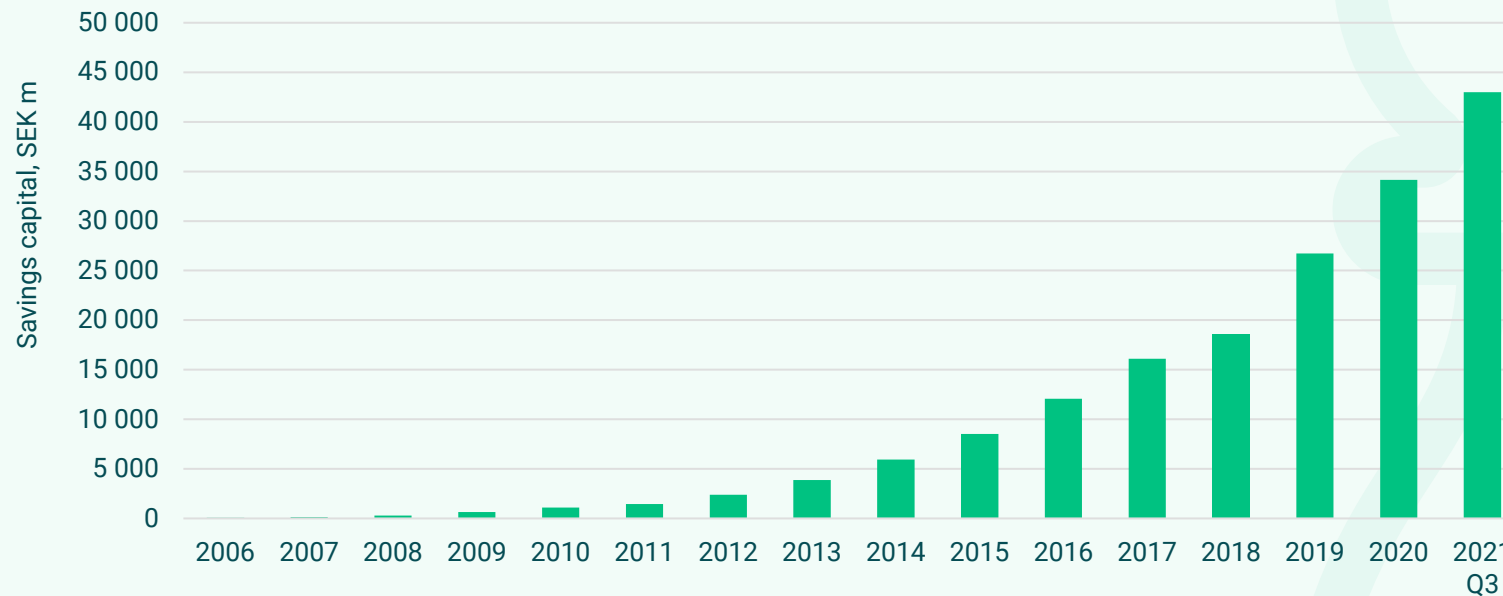
Strong potential when wealth is transferred to the next generation

Age distribution Swedish population and Avanza's customers



One of the fastest growing pension companies in Sweden

- Competitiveness with no annual insurance fees and broad investment opportunities
- The strong offer an advantage when the transfer right is improved to the benefit of the consumer



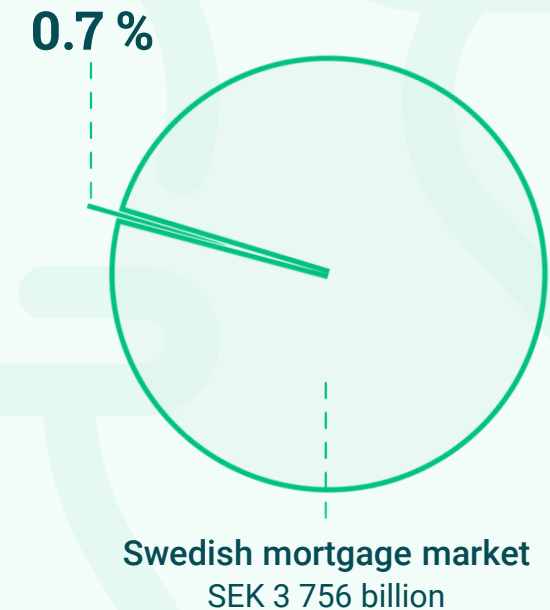
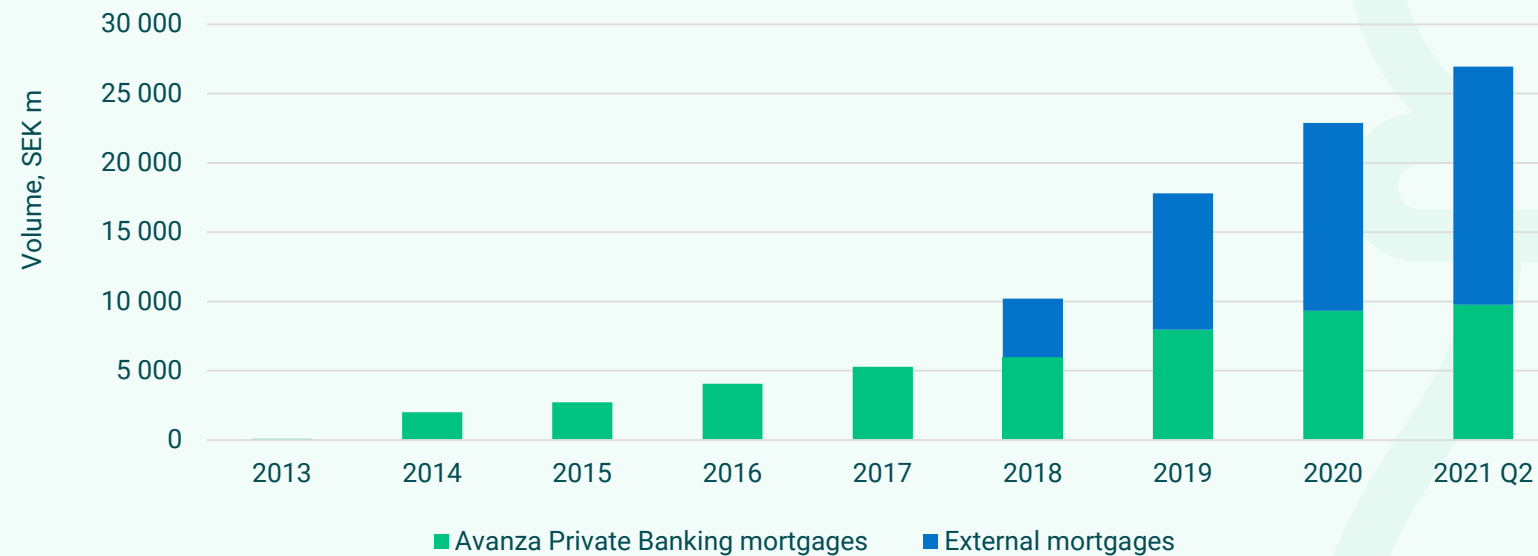
3.8 %

Swedish occupational pension market
SEK 890 billion¹⁾

¹⁾ The occupational pension market can be divided into traditional life and unit-linked insurance. Unit linked amounts for about a third, of which Avanza is active in the portion outside collectively agreed occupational pensions, which at the end of 2020 was valued at nearly SEK 890 billion.

Enable customers to apply for mortgages from various external lenders

- Important part of customers economy
- Frees up savings capital with other banks



We are prepared to capture new opportunities in the world of tech...



Mortgages are signed digitally.



Customers have the right to data portability.



Credit transfers between banks are made in real-time.



Pension accounts can finally be transferred cheaply



Payment accounts can be aggregated, and payments initiated, by any interface.



Data from all financial products can be easily shared with third parties by customer consent.

To summarise

Customer satisfaction and employee engagement create shareholder value over time

Long-term targets

- Customer satisfaction & Employee engagement
- Growth in customers and savings capital
- Profitability and effective management of the balance sheet

Customer proposition

- Cheaper, better and simpler offering
- High user experience
- Broad range of product
- Information, education and decision-making tools

Business model

- More stable revenues through funds and mortgages
- High scalability
- Cost control vital (top modern IT platform)

Growth potential

- Strong potential in existing customer base
- Young customers a potential when wealth is transferred
- Public pension and welfare systems are covering fewer needs

To summarise

Employee engagement a key success factor for Avanza

Long-term targets

- Customer satisfaction – keep the No 1 position
- Continuous growth in both number of customers and volume
- Create possibilities for continued strong innovation

Continuous growth
Customer satisfaction
Strong innovation

Appendix

Operations	27
Financials	28-33
Balance sheet data	34-35
Contact details	36

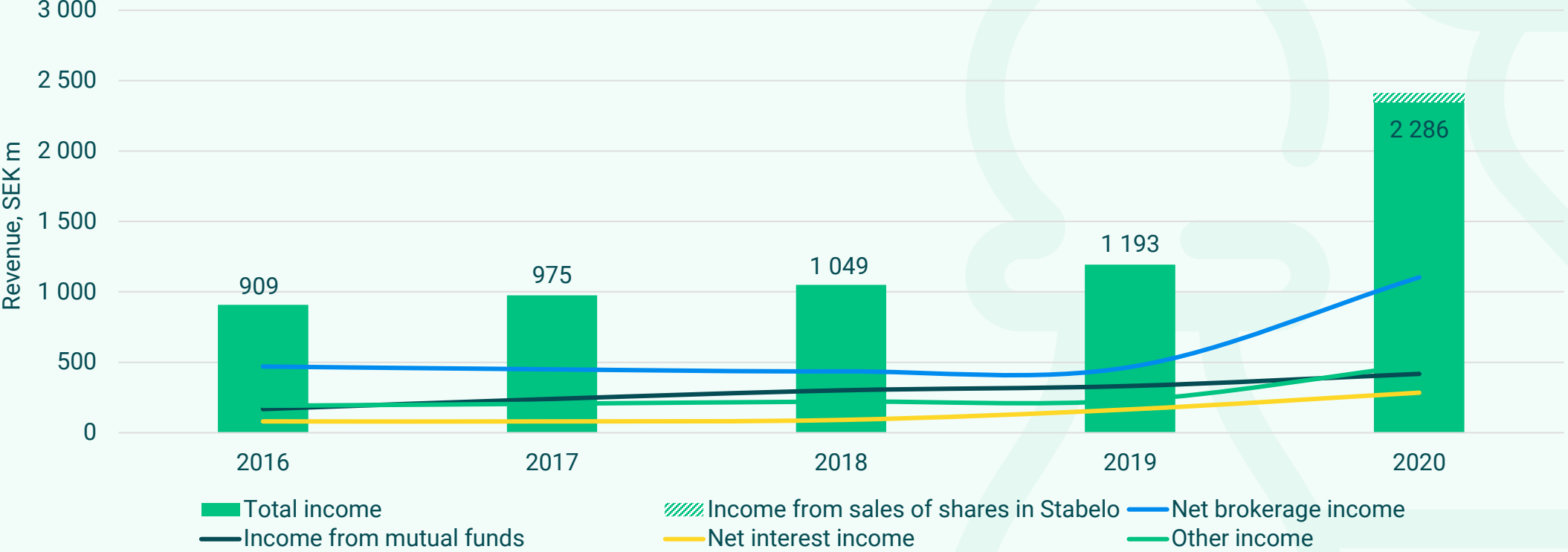
Targets and fulfillment 2020

Long-term targets	Outcome 2020	Comments
Sweden's most satisfied savers according to the Swedish Quality Index	✓	Achieved in 2020 for the eleventh consecutive year
Engaged employees, eNPS of at least 45, raised to at least 50	69	Record-strong ambassadorship
Market share of least 15 per cent R 12M of the total net inflow to the Swedish savings market 2025	19%	Almost every fifth savings krona ends up on the Avanza platform
Market share of 7% 2025	5.8%	Well on track to achieve the target
Return on equity of 25-30%	57%	Ensures focus on profitability and effective management of the balance sheet
Dividend of at least 70%	10%	The dividend for 2020 was SEK 0.85 per share, in line with the FSA's recommendation due to the Covid-19 pandemic. The assessment is, there is still room to distribute more
Increased share of capital in sustainable investments	✓	A lot of improvements done during the year to make it easier to save sustainably
Be regarded as the leading sustainable brand and the natural choice for sustainable savings	✓	Regarded as the financial company in Sweden with the highest reputation (Kantar Sifo)
Increase share of new female customers to 50%	39%	Not achieved despite record high number on new female customers
Organisation with parity between women and men	47%	Measured in Group Management and among employees with personnel responsibility
Become climate positive	✓	The year's emissions amounted to 263 tonnes CO2e and climate offsets for the total emissions was purchased

Financial overview

	Q3 21	Q2 21	Δ %	Q3 20	Δ %	2021 9m	2020 9m	Δ %
Operating income, SEK m	767	754	2	575	33	2,477	1,643	51
Operating expenses, SEK m	-192	-216	-11	-177	9	-611	-541	13
Operating profit, SEK m	574	536	7	396	45	1,866	1,091	71
Operating margin, %	75	71	4	69	6	75	66	9
Income to savings capital ratio, %	0.42	0.44	-0.02	0.48	-0.06	0.49	0.51	-0.01
Costs to savings capital ratio, %	0.11	0.13	-0.02	0.15	-0.04	0.12	0.17	-0.04
ROE, %	44	46	-3	55	-12	53	57	-4
EPS, SEK	3.10	2.91	7	2.15	44	10.09	5.96	69

Long-term revenue development

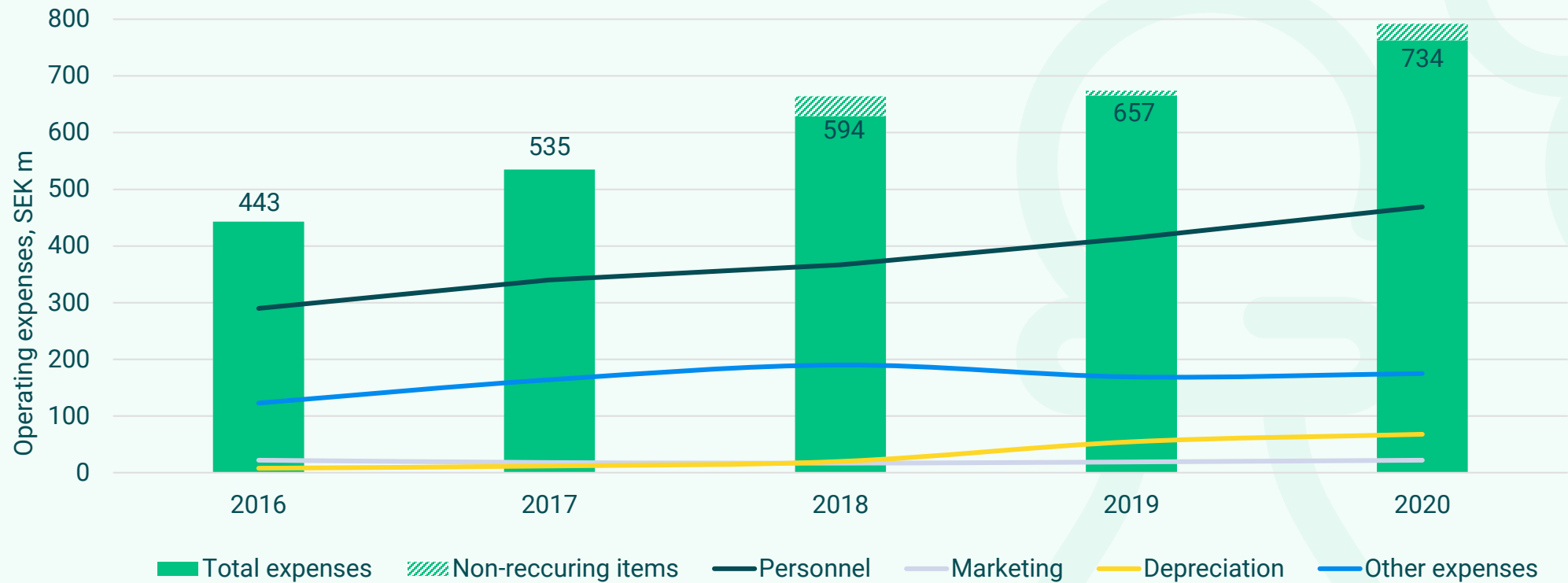


Income split 9M 2021

	SEK m	% of income
Net brokerage income	1102	44
Fund commissions, net	485	20
Currency-related income, net	490	20
Net interest income	239	10
Other income, net ¹⁾	161	6
Total	2,477	100

1) Mainly income from Avanza Markets and Corporate Finance, but also compensation for distribution, advertising sales, subscriptions and customer's ad-on services.

Annual cost development



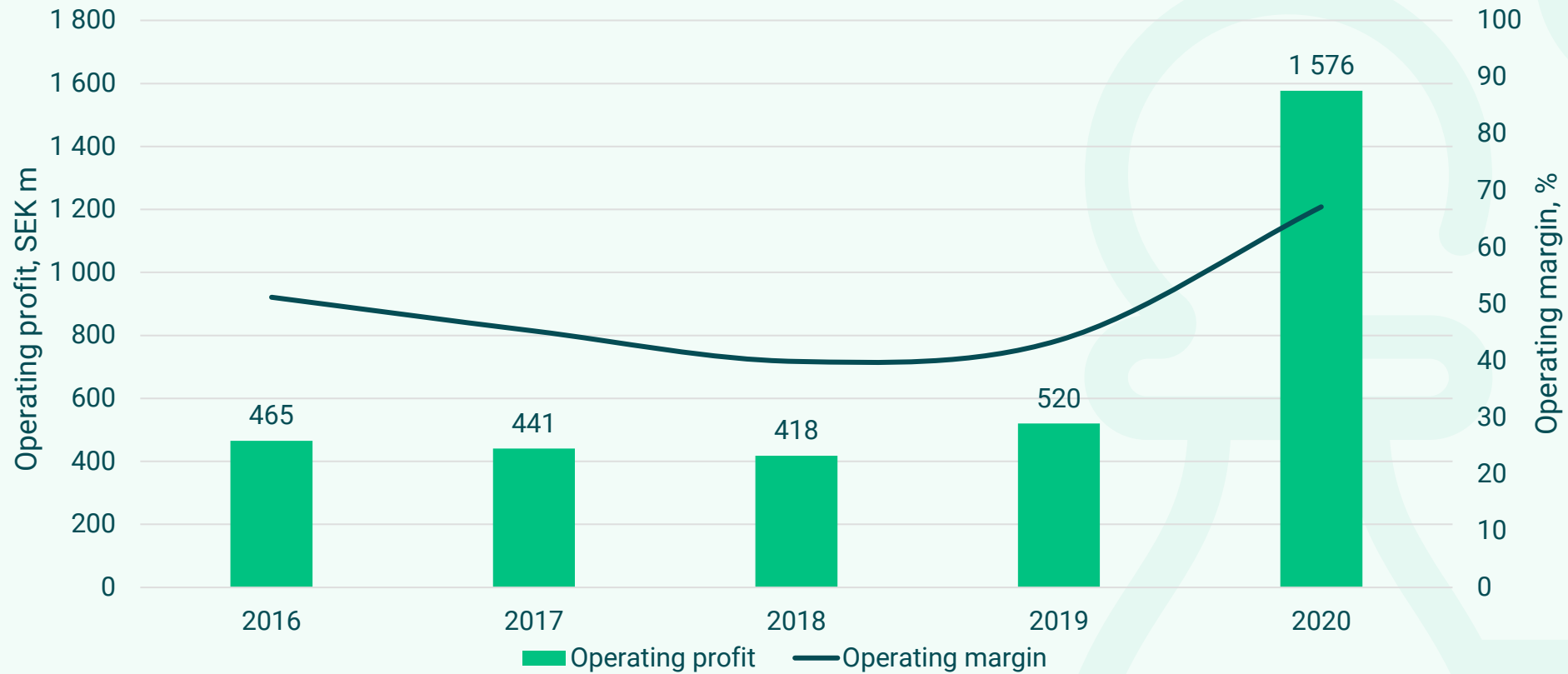
Costs 9M 2021

	SEK m	% of total costs
Personnel	-406	66
IT systems and licenses	-73	12
External services	-71	12
Marketing	-17	3
Depreciation	-52	8
Other ¹⁾	8	-1
Total costs before credit losses	-611	100
Credit losses, net ²⁾	0	

¹⁾ Including one-off reversed write-down of SEK 10 million.

²⁾ Reported credit losses are attributable to calculations of expected credit losses according to IFRS9.

Operating margin at extreme levels



Balance sheet, 30 September 2021

Assets	SEK m	Liabilities & equity	SEK m
Lending to credit institutions ¹⁾	7,367	Deposits	54,214
Lending to the public	20,754	Liabilities in insurance operations	202,478
Bonds	26,361	Other liabilities	1,815
Assets in insurance operations	202,476	Shareholders' equity	4,673
Other assets	6,222		
Total assets	263,181	Total liabilities and shareholders' equity	263,181

Comments

- Mainly self-financed through shareholders' equity and customer deposits
- Surplus-liquidity of SEK 35,208m invested in covered bonds, at the Riksbank and O/N (including SEK 1,480m deposits in client fund accounts)
- The value of the insurance liabilities tracks the value of the insurance assets since the policyholders bear the direct investment risk. No products with guaranteed return is offered

1) Including balances at central banks and treasury bills eligible for refinancing.

Strong capital position with additional distribution power after dividend pay-out

	30 September 2021	31 December 2020
Total capital requirement, % ¹⁾	12.9	13.1
Capital surplus, %	13.2	11.3
Total capital ratio, %	26.2	24.4
Leverage ratio,% ²⁾	4.5	4.9
Capital surplus after LR-requirement and internal buffer	0.7	1.1

1) Including external buffers and Pillar 2 requirements.

2) Requirement of 3%

Historical financial key data 2001 – Q3 2021 is available in Excel at: avanza.se/keydata

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